

**This Is
Goodwill Industries
of America, Inc.**



ANNUAL REPORT

1956

The Facts Speak:

HIGHLIGHTS OF 1956

- The operations of Goodwill Industries increased at a record rate of 17.1 per cent.
- The number of handicapped people, trained, employed or vocationally rehabilitated exceeded 28,400 during the year.
- Nearly 10,000 of these people moved on to self-employment or jobs in normal commerce and industry after training.
- Handicapped workers in Goodwill Industries received over \$15,000,000 in opportunity wages during 1956.
- The workers paid about \$1,700,000 in income and social security taxes instead of depending upon relatives, charity or public support.
- A record high of about \$24,500,000 income was earned by the Goodwill Industries through sales of repaired articles, salvage sales and contract work.
- Total income of the Goodwill Industries, adding donated funds, foundation gifts, government grants, etc. exceeded \$27,500,000.
- The public donated more than \$1,800,000 in response to Goodwill Industries fund appeals or through Community Chests or United Funds.
- Twenty-eight grants from federal and state vocational rehabilitation programs were made to Goodwill Industries, totaling \$244,000.
- Assets of the Goodwill Industries exceeded \$25,000,000 at the end of 1956, an increase of more than two million dollars over 1955.
- About 200 business firms supplied work valued at \$1,250,000 on a contract basis to 50 Goodwill Industries.
- Over four million homes contributed clothing and household articles to be reconditioned for resale by the handicapped workers.
- Over half a million Boy Scouts, Girl Scouts, Camp Fire Girls, school children and others in youth groups participated in material collection projects.
- Through branches, stores and collections, Goodwill Industries operate in areas comprising nearly half the population of the United States.

OUR APPRECIATION

On the basis of such accomplishments as presented above, we have received the statements of national leaders which appear in this report. We are, first, humbly proud to be able to report our Goodwill Industries' achievements for 1956 and we express our thanks to God for the response to faith represented in our efforts. We also deeply appreciate the generous and encouraging words bestowed upon us by those whose statements are reproduced on the following pages.

Goodwill Industries of America, Inc.

**1229 TWENTIETH STREET, N. W.
WASHINGTON 6, D. C.**

**A
Statement
of
The President
of the
United States...**



It is gratifying to know that Goodwill Industries have continued to help the handicapped help themselves through training and sheltered employment, to cooperate with other civic groups on behalf of the disabled, and to uphold a belief in the dignity of man and his right to a useful place in the community.

I congratulate the Goodwill Industries of America . . . in the certainty that the future will see a continued expansion of their fine work for and with the handicapped.

DWIGHT D. EISENHOWER

(From statement for 1956 Goodwill Week, April 12, 1956)

The Nation's Leaders Speak:

“I know of no organization which demonstrates greater heart and consideration for those less fortunate than does Goodwill Industries in making it possible for the handicapped to become self-reliant and productive. Achieving such goals, these fellow citizens of ours obtain self-respect, faith and courage as they become useful members of the community. Your name, Goodwill Industries, is aptly chosen as it describes so well the work you do among your fellow men.”

Richard Nixon
Vice President of the United States

“During my 18 years' service as a member of the Senate, I have seen many public welfare needs and public welfare programs. One of the best privately operated non-profit programs I have known is Goodwill Industries. Goodwill Industries doesn't just help people. It helps handicapped and disabled men and women to help themselves and relieves them from dependence upon their families or taxpayers for support.”

Lister Hill
United States Senate

“My congratulations to the Goodwill Industries of America for another year of service to the public of the United States. In the wake of acts of good will, there can only be heartfelt gratitude by those thousands of handicapped folks who have been given 'a chance instead of charity' to improve their lives. The rest of us are happy for those who have been given the opportunity to share in our society, as full-fledged, responsible citizens, to lead full and happy lives. We are grateful that the symbol of humanitarianism has been kept so vibrantly alive by such work as performed by the Goodwill Industries.”

Alexander Wiley
United States Senate

“The phenomenal growth of the vocational and rehabilitation services performed by Goodwill Industries is a testament to the willingness of both the more and the less fortunate. It is proof that each year more and more persons are willing to tithe of their time and means to help those who are less fortunate. It is also proof that the less fortunate will never be content with charity, but will always welcome the honest opportunities to work and to contribute to the welfare of their communities. I would like to remind all friends of Goodwill Industries that we have just begun our tasks.”

M. C. Patterson
President
Dodge Division, Chrysler Corp.

“In recent years I have become increasingly aware of the Goodwill Industries program as a part of our total international effort on behalf of the physically handicapped of the world. Many visitors from other countries, while in the United States, become acquainted with the Goodwill program, and I have been repeatedly impressed by their comments. They become convinced that the Goodwill Industries has a practical program and that your experience should be more extensively utilized in other countries of the world.”

Danald V. Wilson
Secretary-General
International Society
for the Welfare of Cripples

“As a business man with an active interest in the President's Committee on Employment of the Physically Handicapped, I very much appreciate the need for a program for handicapped people which better fits them for normal occupations in business or industrial life. It is the function of the President's Committee to encourage employment of handicapped people. Goodwill Industries well serve in this general area because they not only train people for employment but they provide repeated demonstrations that the handicapped are employable by doing this very thing themselves.”

Earl S. Bunting
Vice Chairman, President's Committee
on Employment of the Physically Handicapped

“Throughout our country are an estimated two million people who need the help of all of us. They are people who don't have jobs—who depend upon taxpayers or families for support—because they have handicaps or disabilities. Many of these people can work . . . some with the same ability that people without handicaps have. Others can work at least part time. Still others can ultimately become self-supporting if they are given training. Our country needs these people—and they need us. Goodwill Industries have an increasingly important part in the satisfaction of these people's and our nation's needs.”

James P. Mitchell
Secretary of Labor

“Goodwill Industries are certainly to be congratulated on the excellent job they are doing. Where Goodwill Industries are located in, or adjacent to, coal mining areas our field representatives are in touch with them. They have enlisted their cooperation and support in working with many of our beneficiaries in need of rehabilitation services. They have always found your agency willing and able to assist them. Numerous examples of your efforts on the behalf of disabled beneficiaries of the United Mine Workers Welfare and Retirement Fund are in our files.”

Kenneth E. Pahlmann
Welfare and Retirement Fund
United Mine Workers of America

“You and all those who are working with you to encourage the physically handicapped that he has a vital place in our society deserve every commendation. Permit me to take this occasion to wish your fine organization every success in its noble endeavors.”

Wilber M. Brucker Secretary of the Army

“Helping people to help themselves, the core and creed of Goodwill Industries, gives to unfortunate and handicapped people a glow of hope, a sense of independence and a feeling of usefulness, all of which are essential to successful rehabilitation.”

Harvey S. Firestone, Jr.

Chairman
Firestone Tire and Rubber Company

“I am pleased to congratulate Goodwill Industries for their fine service to handicapped people. I have two good reasons for doing so. First, I am, myself, blind, and have been for about five years. I know what it means to be discouraged about taking a full place in the community. Secondly, as Chairman of the President's Committee, I am well aware of the excellent work Goodwill Industries are doing in training and placing disabled men and women in jobs. I would like to encourage many more of such programs of service.”

Maj. Gen. Melvin J. Mass, U.S.M.C.R., Ret.

Chairman, President's Committee on
Employment of the Physically Handicapped

“Those of us concerned with the business economy of the nation are deeply impressed by the business-like way in which the Goodwill Industries meet a social welfare need. Goodwill Industries have adopted business methods to achieve a humanitarian goal. The substantial degree of self-support of the Goodwill Industries is, in addition, a uniquely commendable feature of its operation.”

Reuben D. Siverson

Manager
Department of Manufacture
Chamber of Commerce of the U. S.

“The year 1956 has been a great year in the rehabilitation of disabled people to useful and more satisfying life. Goodwill Industries—all over the country—have contributed notably to this result. The mounting interest, understanding and support of public rehabilitation agencies and Goodwill Industries results largely from a most significant development: the evolution of an increasingly strong partnership among the public and private agencies. Goodwill Industries have been prominent in blazing a trail of public-private cooperative effort. While this most fruitful partnership has developed, it is gratifying to note that the basic principle of Goodwill remains unchanged, indeed strengthened: the application of private enterprise to help handicapped people help themselves.”

Marian B. Falsom

Secretary of Health, Education and Welfare

“The National Rehabilitation Association has long recognized the important place that the sheltered workshop can play in the total program of vocational rehabilitation. In this program of sheltered employment Goodwill Industries of America are making an increasingly valuable contribution. Of particular interest to us, has been the fact that local Goodwill Industries are increasingly conscious of the rehabilitation aspects of their workshop programs. In practically all instances, we find excellent cooperation between the Goodwill Industries and the state vocational rehabilitation agencies. This is resulting in many additional opportunities for employment for severely handicapped people. NRA recognizes Goodwill Industries as a valuable partner in the rehabilitation effort.”

E. B. Whitten

Executive Director
National Rehabilitation Association

“Goodwill Industries is an organization which lives up to its name. Through Goodwill Industries, thousands of persons have been enabled to change adversity to advantage. It is my sincere hope that the organization will continue to grow and expand its wonderful program of helping the handicapped.”

James E. Murray

United States Senate

“I have several reasons to commend the program of Goodwill Industries. First, I know what it means to have a physical disability. I also know what an excellent function Goodwill Industries are fulfilling throughout the country. Through their work in Goodwill Industries, handicapped persons are attracting the attention of many employers who would otherwise overlook this great reserve of willing, enthusiastic and talented people.”

Charles E. Patter

United States Senate

“Through provision of vocational training and related services, Goodwill Industries make a substantial contribution to the high percentage of our nation's disabled who can be rehabilitated back into competitive employment through dynamic physical and vocational rehabilitation procedures. There are many persons for whom the severity of disability or age precludes a return to competitive employment who are finding not only wages but dignity which comes only from productivity in their employment at Goodwill Industries. Nor should be overlooked the very great social contribution which Goodwill Industries makes through its sales of usable clothing and furniture to persons of low income.”

Haward A. Rusk, M.D.

Associate Editor, The New York Times
Professor and Chairman of Physical
Medicine and Rehabilitation
New York University-Bellevue Medical Center

“Congratulations to our colleagues in Goodwill Industries all over the country. In the past two years your strides forward have given a tremendous lift to both the spirit and the work of the expanding program of vocational rehabilitation not only here in the United States, but in other countries, too. You are helping to bring to full fruition the cooperative effort of the public and private agencies, especially as they draw together the people of our local communities. That the Federal Office of Vocational Rehabilitation has been able to share in the progress of 40 Goodwill Industries is a great satisfaction to me.”

Mary E. Switzer

Director
Office of Vocational Rehabilitation
Department of Health, Education and Welfare

“It has been an inspiration for me to know of the truly great work of the Goodwill Industries in aiding handicapped people in finding their place in the economic and social life of their communities. Many labor union leaders across the country serve on the Boards of the Goodwill Industries. We, of labor, realize the need and recognize two spiritual values offered the handicapped people by the Goodwill Industries. One is the opportunity for the handicapped to help themselves find a useful service to society. The other is for the rest of us, by our caring to give the necessary materials and instructors to aid the handicapped in having the opportunity.”

Jahn G. Ramsay

International Representative
United Steelworkers of America

Newspapers Across the Country

Offer Encouraging Comment

It is always a pleasure for a healthy community to record progress in terms of savings and employment, construction volume and home ownership, products and services. The truer measure of progress, however, is in such growth as Dayton's Goodwill Industries. This is not a criterion for judging prosperity or bigness, but for judging social maturity, the value placed on the individual in society, the public morality, the interrelationship of human responsibility, for judging, in the simplest words, "good will among men."

The Dayton, Ohio News
July 20, 1956

An active example of what can be done by the handicapped is provided by Goodwill Industries, an agency operating in 118 cities in the nation.

The Detroit, Michigan Times
October 11, 1956

One of Dallas' most useful welfare agencies, Goodwill Industries, reconditions half a million dollars' worth of cost-off articles a year and puts them to use . . . More important, it gives work to 281 persons, most of them handicapped men and women who otherwise would have to have public support . . . Those who have looked into the operation of Goodwill Industries know that it is doing a vast amount of good in Dallas.

The Dallas, Texas News
April 1, 1956

Goodwill is doing a job in Indianapolis. It is one very effective antidote to relief roles and dependence. It deserves all the support the citizens of this community can give it.

The Indianapolis, Indiana News
February 21, 1956

Goodwill Industries gives the handicapped the chance most of them want . . . a chance to show what they can do with what they have left . . . to develop their abilities and to discount their disabilities. In so doing, both the handicapped and society are helped.

The Charleston, West Virginia Gazette
May 12, 1956

Goodwill Industries asks very little of the public in relation to the good it accomplishes for the city's handicapped.

The New Orleans, Louisiana Item
December 27, 1956

In San Francisco, the Goodwill Industries has again set a shining example. Last year it gave employment to 593 handicapped persons. They drew \$508,255 in wages, paid \$69,000 in income taxes and even contributed \$300 to the United Crusade. They demonstrated that, given a chance, the handicapped can become both self-supporting and self-respecting.

The San Francisco, California Examiner
October 10, 1956

From coast to coast and from Canada to the Gulf there is nothing comparable to Goodwill Industries, the friend of the handicapped with over 100 branches in the United States.

Edith Johnson column
The Oklahoma City Daily Oklahoman
April 21, 1956

Goodwill Industries not only is building self-respect and self-reliance among the handicapped, but it is causing private industry to take note of the good work done by handicapped persons.

The Rockford, Illinois Star
November 30, 1956

The Plain Dealer feels privileged to lend encouragement to Goodwill Industries because, as President Eisenhower said, it helps "uphold a belief in the dignity of man and his right to a useful place in the community."

The Cleveland, Ohio Plain Dealer
May 6, 1956

Because of its fine record of service over the years and the stress it puts on self-help and self-respect among its workers, it (Goodwill Industries) is deserving of Tocomo's loyal and continued support. No other organization in the city better exemplifies Christian principles or is a greater credit to the community.

The Tacoma, Oregon News Tribune
March 10, 1956

Atlanta is fortunate in having such an organization as Goodwill Industries to manifest concern for the welfare of handicapped people . . . This is a worthwhile program, and one that will pay off for the taxpayers by making it possible for some of those now on the relief rolls to be transferred to gainful employment.

The Atlanta, Georgia Journal
September 26, 1956

It (Goodwill Industries) is saving the taxpayers many thousands of dollars, because the handicapped become taxpayers instead of going on relief rolls.

San Jose, California Mercury
May 8, 1956

The Goodwill Industries program in our community is really paying off in solid achievement.

South Bend, Indiana Tribune
May 14, 1956

If, according to the familiar saying, "God helps those who help themselves," then the Almighty assuredly must look with obiding favor upon the magnificent work of Goodwill Industries in aiding people to do just that—helping people to help themselves.

Fort Wayne Indiana News-Sentinel
May 8, 1956

We firmly believe that everyone benefits from the good will of Goodwill Industries and we salute the organization for its fine work . . .

Santa Cruz, California Sentinel News
May 3, 1956

One of the finest United Fund agencies in Houston is Goodwill Industries.

Houston, Texas Press
May 10, 1956

Goodwill is deserving of the fullest support that people of the community can give it. That fact will more than ever be evident after a tour of the workshop, which should be as heart-warming as it is eye-opening.

The Columbus, Ohio State Journal
May 7, 1956

Goodwill is founded on the fundamental principle that handicapped people would rather make their own way, as members of the community, than to be recipients of either public or private aid . . . We are glad to commend the entire program of Goodwill Industries to the people of this community.

Springfield, Illinois State Register
May 18, 1956

OFFICERS OF GOODWILL INDUSTRIES OF AMERICA, INC. OUTLINE AIMS AND ACCOMPLISHMENTS

MESSAGE OF THE CHAIRMAN OF THE BOARD



JAMES T. BUCKLEY

For two consecutive years, Goodwill Industries throughout the United States have achieved new record increases in their operations and services to handicapped people. The expansion of Goodwill Industries has been substantially greater than the expansion of the rest of our national economy.

The growth of our program at a progressively increasing rate is, of course, most gratifying. But we are faced with a profound realization, as a result, that in order to maintain our pace of growth we must increasingly depend upon the support of the public.

In many cities, Goodwill Industries have expanded to their walls. In others, they don't have sufficient equipment to do everything they should or want to do. In addition, many requests for new Goodwill Industries remain unmet.

With a program built upon faith, we are confident of the future. We hope many more people will come to share our interest and faith as we move ahead with our service to humanity.

STATEMENT OF THE PRESIDENT



RICHARD A. NELSON

The past year, 1956, has been a good year and has shown splendid progress for Goodwill Industries. However, we should look back upon what we have done only to see how much more we must do. It is looking at the past year's progress that shows us our real task.

We have now grown and become an important factor in the entire economy of the United States. That is, we are able to contribute to the economy by helping the handicapped find employment either in Goodwill Industries or in an industry which has been enlightened by Goodwill.

Growth such as this is no different in Goodwill Industries than it is in private business, for it demands additional capital and added staff members. The coming year of 1957 brings with the challenge an added responsibility, the very noticeable demand for additional funds with which to establish more Goodwill Industries and additional staff to professionally serve all sections of our country.

As we enlarge our scope, let us pray that we will never lose sight of the spiritual foundation of Goodwill Industries. There would not have been a Goodwill Industries if there had not been a God, and there will not be a continuing of Goodwill Industries unless we continue to honor our God in all our work and thoughts.

Let us also continue to work together, as one team all working for the same ideals. Then we shall look back on 1957's progress and say it, too, has been a good year.

REPORT OF THE PRESIDENT OF THE NATIONAL COUNCIL OF AUXILIARIES TO GOODWILL INDUSTRIES OF AMERICA, INC.



MRS. RICHARD W. KRATZ

The 82 woman's auxiliaries which are members of the National Council are continuing to give valuable support to the Goodwill Industries program. These organizations of volunteer workers are being increasingly recognized for their effectiveness in working with staff to provide supplementary services.

Public relations programs have been strengthened by the involvement of larger numbers of citizens and through increased knowledge, interest, and understanding gained by participation in the auxiliary program.

A variety of services such as opportunities for recreation and entertainment are offered to enrich the lives of the handicapped workers.

Over \$200,000 in cash and equipment were contributed to individual Goodwill Industries, and more than 300,000 hours of volunteer service were given in an effort to extend and improve service to the handicapped in 1956.

REPORT OF THE EXECUTIVE VICE PRESIDENT OF GOODWILL INDUSTRIES OF AMERICA, INC.



PERCY J. TREVETHAN

Goodwill Industries is more than buildings and equipment, earned income and expenditures, wages disbursed and taxes paid. It is a program where service to handicapped people is the basic objective and personal achievement is the chief goal. Goodwill Industries with its many facets of industrial activity provides an opportunity for a handicapped person to personally achieve a measure of usefulness, independence and social acceptance. It uses the therapies of medicine, social adjustment, religious motivation and industrial skill as resources for personal growth and development.

In short, the enrichment of human personality and the possibility of a victory over a handicap are the most important values of our unique program. The real dividends of Goodwill Industries are the handicapped people who have found in this program a highway of opportunity.

The facts and figures set forth in this report are most challenging. They reveal what can be accomplished when men and women of Goodwill work together. We are humbly proud of what has been accomplished and most grateful to all who have had a part in making this outstanding reward possible.

But the task is not completed. Available information indicates that there are at least 250,000 handicapped persons who can be vocationally trained for productive employment. Many can be placed in normal industrial situations while others can be effectively used in sheltered or special situations. The records of handicapped persons so placed, with respect to their attendance, their observance of safety regulations, their morale and their productivity indicate an acceptable level of performance. These persons do not seek special advantage. They desire only an opportunity to prove their worth.

In the light of this great need Goodwill Industries cannot rest on its achievements. It must go forward until the needs of our fellow men have been met. In this advancing program we seek the continued cooperation of those who have made our present progress possible.

NATIONAL GOODWILL WORKER OF 1956 SPEAKS AS ONE OF THE HANDICAPPED PEOPLE SERVED



MISS JEAN KNEPPER, AKRON, OHIO

"Through the years, Goodwill Industries has been able to light a candle for those living in a cold, bleak and cheerless world. With that candle, Goodwill people have been able to step from the darkness.

"From the deepest recesses of my heart, I thank Goodwill Industries for helping to light my candle."

Jean Knepper

Miss Knepper, a polio victim who is the bookkeeper for the Akron, Ohio Goodwill Industries, was selected from among Goodwill Workers in the 119 Goodwill Industries as the one with the outstanding accomplishment over a handicap during 1956.

The Service of GOODWILL INDUSTRIES SPEAKS FOR ITSELF

In the process of helping 28,000 handicapped men and women to help themselves during 1956, 119 Goodwill Industries were helping people, their communities and their country.

Underlying the facts and figures of jobs, training, wages and personal assistance were the human dramas of lives being transformed from inactivity to activity, from despair to achievement and from defeat to victory.

Goodwill Industries services to humanity—the fulcrum upon which all other accomplishments rested—is best told by the handicapped people themselves. The words of Jean Knepper, National Goodwill Worker of 1956, which appear on the preceding page, tell of one person's feelings.

Such testimony could be repeated thousands of times—from Maine to Oregon and from California to Florida.

From San Jose, California comes the story of Brenda, who applied to Goodwill Industries with a nerve disability. "It was the most important day of my life," she recalls. "I was scared and lonely. Then I found that many other persons had handicaps, some of them far worse than mine, and I no longer felt alone."

A man with a heart condition who works in the Charleston, West Virginia Goodwill Industries store says, "It's important for a person like me to know he can still do things."

In Dallas, Texas, a woman whose back was broken in 1949, repairs dolls at Goodwill Industries. "I love my job," she declares. "I'd rather have my job than anybody's."

"I'm another example of why Goodwill is known throughout the world for aid to the

handicapped," says a man in El Paso, Texas, who has a Goodwill Industries job despite being paralyzed from the hips down as a result of a railroad accident.

A 65-year-old widow with arms painwrenched by arthritis sews upholstery for the Detroit Goodwill Industries and describes herself as the "luckiest person in the world."

Crippled by a spine malady, a girl in Birmingham, Alabama smiles as she does her Goodwill Industries work. "I love this job," she says, "and I'll never get over being grateful for it."

These and many other people working in Goodwill Industries earned \$15,500,000 in opportunity wages in 1956. They paid at least \$1,700,000 in social security and income taxes. They produced repaired goods worth \$19,000,000 when sold in Goodwill stores.

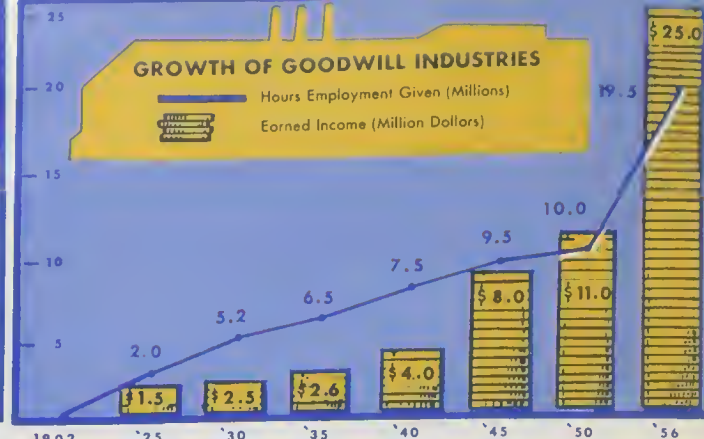
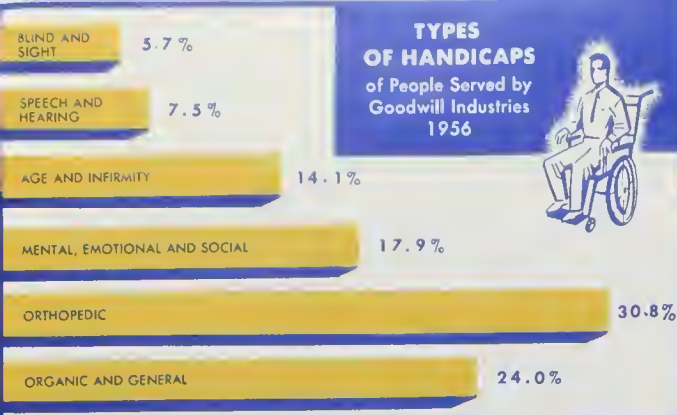
Besides helping handicapped people through training and employment, Goodwill Industries in most cities offered such services as personnel counseling, medical assistance, vocational guidance, work adjustment, low-cost cafeteria meals and recreation. The Goodwill Industries service also included the traditional features of religious inspiration through voluntary chapel programs.

Depending upon community needs and financial resources available, Goodwill Industries also were increasingly developing programs of psychological testing, work evaluation, occupational therapy and physical therapy to enable handicapped people to achieve full and useful lives.

HOW THE GOODWILL INDUSTRIES PROGRAM WORKS

Usable clothing and household articles are contributed from homes in the communities and surrounding areas where a Goodwill Industries is located. These articles first are sorted, with unrepairable items sold as salvage. Repairable articles are sent to workshops, where handicapped people recondition them. After reconditioning, the items are sold in Goodwill stores. Many Goodwill Industries also employ handicapped people on sorting, assembling, packaging, repairing and other jobs contracted with business firms. The four major operations in Goodwill Industries—collection, repair, sale, and contract work—are shown below.





Operations of GOODWILL INDUSTRIES

TELL OF GREAT POTENTIAL

Goodwill Industries during 1956 achieved record-breaking results. Records were individual as well as general. In many cases, handicapped men and women were working for the first times in their lives. They were earning money to support themselves, to pay taxes instead of receive tax funds. They were finding rightful places in their communities, contributing to their own and their communities' welfare.

On a broader scale, the progress of Goodwill Industries was revealed by the greatest increase in its operations for one year in its 54-year history, an increase of over 17 percent.

Figures showing 1956 accomplishments are reported on the inside front cover. A statistical picture of the Goodwill Industries program is given in the consolidated operating statement below.

At the end of 1956, there were 116 Goodwill Industries in the United States and three in foreign countries affiliated with Goodwill Industries of America Inc. In addition, a Goodwill Industries was in the process of formation in Honolulu, Hawaii.

These Goodwill Industries easily maintained their leadership position as the largest network of private, non-profit rehabilitation workshops for all types of handicapped people. They also continued to maintain leadership in the mini-

mum per cent of subsidy required among major, nationwide social service operations.

With collections, branches and stores extending as far as 100 miles from the central headquarters, Goodwill Industries operated in an area encompassing about half of the population of the United States.

Their progress, program and stature gave evidence that the Goodwill Way can serve many more handicapped people in the future. Also contributing to that evidence was recognition among Goodwill Industries that they have far from reached the levels of service of which they are capable.

Goodwill Industries people were also aware that, because of the magnitude of the problem, coordination with the work of other public and private agencies would best produce the needed service to all handicapped people who want to help themselves.

They recognized, too, that despite the growing recognition of the Goodwill Industries program at both national and local levels, the future success of their program depended upon increasing support of the public.

With a proven pattern and a confident outlook, Goodwill Industries emerged from their exceedingly successful year of 1956 humbly dedicated to the task of providing better service to a larger number of handicapped people.

CONSOLIDATED OPERATING STATEMENT FOR ALL GOODWILL INDUSTRIES

INCOME

Total 1956 income of all Goodwill Industries in the United States, plus affiliated foreign Goodwill Industries, was approximately \$27,500,000. The largest amount, about \$20,000,000, was from sales of reconditioned articles in Goodwill stores. Contract, custom and other such work produced \$1,500,000. About \$2,500,000 was received through donations, community funds, fees, etc. The balance came from salvage sales and others sources.

EXPENSE

Opportunity wages of more than \$15,000,000 constituted the largest expense of the total Goodwill Industries program. Rehabilitation services and their supervision cost about \$2,000,000. Administration, workshop supervision and service wages cost about \$2,500,000. Building maintenance, equipment additions, etc. cost over \$2,000,000. Operation of Goodwill trucks, handling of materials, Goodwill bags, promotion and selling were other major cost items.

GOODWILL INDUSTRIES OF AMERICA, INC.

officers

<i>Chairman of the Board</i> , James T. Buckley	<i>city</i> Philadelphia
<i>President</i> , Richard A. Nelson	San Diego
<i>Vice President</i> , Earl R. Brown	New York
<i>Vice President</i> , Harold H. McKinnon	Detroit
<i>Treasurer</i> , James C. Dulin	Washington, D. C.
<i>Treasurer Emeritus</i> , William J. Elliott	St. Petersburg
<i>Recording Secretary</i> , James D. Hartman	Winston-Salem
<i>Assistant Recording Secretary</i> , David D. Blair	San Jose
<i>Executive Vice President</i> , P. J. Trevethan	Washington, D. C.

directors

George H. Angell	<i>city</i> Minneapolis
Vincent P. Clarke	Boston
Gerald L. Clore	Dallas
Merton R. Delong	Portland
Kenneth L. Downing	Akron
A. J. Gock	Los Angeles
Lee H. Lacey	Dayton
Art Linkletter	Hollywood
Walter C. Loague	Denver
J. Everett McCluhan	Kansas City
Fred A. McMaster	Los Angeles
Gen. Joseph T. McNarney, USAF, Ret.	San Diego
Marvin L. McPherson	Memphis
Paul D. Miller	New York
John W. Payne	Baltimore
Allen B. Rice	Philadelphia
Len Smith	Peoria
H. Conwell Snoko	Philadelphia
Clyde W. Sullivan	Cincinnati
John S. Timmons	Philadelphia

DEPARTMENT OF GOODWILL INDUSTRIES

members

H. Clifford Northcutt	<i>city</i> Madison
Gerald H. Kennedy	Los Angeles
Glenn R. Phillips	Denver
E. V. May	Pittsburgh
John W. Payne	Baltimore
Ernest Petersen	Portland, Ore.
Frank G. Flegal	Los Angeles
James T. Buckley	Philadelphia
William Broadhurst	Tulsa
Charles E. Wegner	St. Paul
A. Frank Smith	Houston
W. Vernon Middleton	Philadelphia
Allen B. Rice	Philadelphia

NATIONAL COUNCIL OF WOMAN'S AUXILIARIES TO GOODWILL INDUSTRIES

officers

<i>President Emeritus</i> , Mrs. C. J. Cook	<i>city</i> Boston
<i>President</i> , Mrs. Richard W. Kratz	Evansville
<i>First Vice President</i> , Mrs. Edward B. Sullivan	Springfield, Mass.
<i>Second Vice President</i> , Mrs. Gerald L. Clore	Dallas
<i>Recording Secretary</i> , Mrs. Judith G. Parkins	Pittsburgh
<i>Treasurer</i> , Mrs. Charles W. Grover	Cleveland

DIRECTORATE OF GOVERNING BODIES

AFFILIATIONS OF GOODWILL INDUSTRIES OF AMERICA, INC.

Goodwill Industries of America, Inc. is affiliated with or actively cooperates with the following organizations: Council of National Organizations, International Conference of Social Work, International Society for the Welfare of Cripples, National Association of Homebound and Sheltered Workshop Programs, National Conference of Social Work, National Council of Churches of Christ in America, National Rehabilitation Association, National Social Welfare Assembly, and President's Committee on Employment of the Physically Handicapped.

AN INVESTMENT IN PRACTICAL PHILANTHROPY

Goodwill Industries offers one of the best of investments in practical philanthropy. A sum of about \$35,000 will launch a Goodwill Industries program which can be expected to earn the value of its original investment within a relatively short period of time. Investments in capital improvements for a Goodwill Industries to expand its program will quickly return value in terms of wages for handicapped people or training which prepares them to earn wages in normal business. Donations for the professional service program of a Goodwill Industries prepare and equip handicapped people to make contributions to, rather than withdrawals from, the economy. Donations to Goodwill Industries are deductible for income tax purposes.

DIRECTORY OF 119 AUTONOMOUS GOODWILL INDUSTRIES

CITY

Aberdeen, Wash
Akron, Ohio
Albuquerque, N. Mex
Ashtabula, Ohio
Atlanta, Ga
Baltimore, Md
Battle Creek, Mich
Birmingham, Ala.
Boston, Mass
Bridgeport, Conn
Brooklyn, N. Y.
Buffalo, N. Y.
Camden, N. J.
Canton, Ohio
Charleston, W. Va.
Charlotte, N. C.
Chattanooga, Tenn.
Chicago, Ill.
Cincinnati, Ohio
Cleveland, Ohio
Columbus, Ohio
Corpus Christi, Tex.
Council Bluffs, Iowa
Dallas, Tex.
Dayton, Ohio
Denver, Colo.
Des Moines, Iowa
Detroit, Mich.
Duluth, Minn.
El Paso, Tex.
Erie, Pa.
Evansville, Ind.
Flint, Mich.
Fort Smith, Ark.
Fort Wayne, Ind.
Fort Worth, Tex.
Gary, Ind.
Grand Junction, Colo.
Hagerstown, Md.
Hammond, Ind.
Harrisburg, Pa.
Houston, Tex.
Indianapolis, Ind.
Jackson, Mich.
Jackson, Miss.
Jacksonville, Fla.
Jersey City, N. J.
Kalamazoo, Mich.
Kansas City, Mo.
Lexington, Ky.
Lincoln, Neb.
Little Rock, Ark.
Long Beach, Calif.
Lorain, Ohio
Los Angeles, Calif.
Louisville, Ky.
Lowell, Mass.
Memphis, Tenn.
Mexico City, D. F., Mex.
Milwaukee, Wis.
Minneapolis, Minn.
Mobile, Ala.
Muskegon, Mich.
Muskegoe, Ohio
Nashua, N. H.
New Albany, Ind.

EXECUTIVE

Mrs. Inez Campbell
Kenneth L. Downing
William B. Parrott
Howard R. Dunlavy
Warren M. Banta
John W. Payne
Ralph A. Church
Charles H. Jennings
Henry E. Helms
Joseph E. Paulot
Wm. Milligan Park
Glenn W. Leighbody
James D. Fraser
J. Lewis Marshall
Alexander J. Waugh
A. Grant Whitney
Claude W. Whitehead
William Ragala
Bryce W. Nichols
Rudolph Stelanko
George Marey Evans
Arthur E. Scott, Jr.
Lut' E. Payne
Gerald L. Clore
Lee H. Lacey
Walter C. Laague
Ted Grab, Jr.
Harold H. McKinnon
Ervid M. Clemons
Sam Braden
Ernest A. Tippet
A. B. Ginn
Russell G. Albrecht

Louis R. Yeale
Stephen G. Youngblood
Harold J. Goodwin
William A. Bowden
Harvey E. Kettering, 2nd
C. Burt Mannett
J. Clyde Ziegler
Mrs. Dorothy Rre Ewell
Howard G. Lytle
Amos B. Bogart
Purser Hewitt
Kenneth A. Brown
John Hadley
John E. Hoskins
J. Everett McCluhan
Mrs. Charles S. Robinson
John P. Gedwillo
Mrs. Robert F. McKee
Walter L. Case
Mrs. Marjorie W. Wright
Frank G. Flegel
Edmund Redman
Paul W. Bowles
Marvin L. McPherson
Manuel Ornelas
Robert P. Hagg
George H. Angell
Clyde C. Carter
Clyde E. Bedwell
Milton S. Lundquist
Mrs. Lillian R. Nash
Mrs. Howard Foster

ADDRESS

822 East Heron Street
36 S. College Street
1119 Edith St. S.E.
621 Marion Drive
388 Edgewood Ave., N.E.
201 S. Broadway
373 W. Michigan Ave.
1715 Avenue F (Ensley)
85 Shawmut Avenue
786 Main Street
1024 Fulton Street
153 N. Division Street
420 South 5th Street
713 E. Tuscarawas St.
628 Kanawha Blvd. E.
308 East Fifth Street
1429 Market Street
1500 W. Monroe Street
300 West Court Street
930 E. 70th Street
1331 Edgehill Road
323 North Staples St.
213 S. Main Street
2511 Elm Street
201 W. Fifth Street
1130 31st Street
325 E. Fifth Street
6522 Brush Street
1732 W. Superior Street
218 W. San Antonio Street
1117 Peach Street
18 Locust Street
610 S. Dexter Street
121 Garrison Avenue
112 E. Columbia Street
665 South Main Street
1224 Broadway
1020 S. Fifth Street
223 N. Prospect Street
34 State Street
41 North 13th Street
515 Smith Street
215 South Senate Ave.
120 E. Washington Street
c/o Clarion Ledger
10 N. Newman Street
547 Jersey Avenue
137 N. Church Street
1817 Campbell Street
216 N. Limestone Street
1717 O' Street
1201 West 7th Street
457 Golden Avenue
1442-44 Broadway
342 San Fernando Road
214 South 8th Street
99 Willie Street
94 N. Second Street
Moana Escobedo 17, Tacuba
2102 W. Pierce Street
413-417 South 3rd Street
1252 Spring Hill Avenue
794 Pine Street
322 Callahan Street
15 Chestnut Street
319 State Street

CITY

New Haven, Conn.
New Orleans, La.
New York, N. Y.
Norfolk, Va.
Oakland, Calif.
Oklahoma City, Okla.
Omaha, Neb.
Peoria, Ill.
Philadelphia, Pa.
Phoenix, Ariz.
Pittsburgh, Pa.
Pittsfield, Mass.
Port Huron, Mich.
Portland, Me.
Portland, Ore.
Pueblo, Colo.
Richmond, Va.
Roanoke, Va.
Rockford, Ill.
Sacramento, Calif.
St. Cloud, Minn.
St. Louis, Mo.
St. Paul, Minn.
St. Petersburg, Fla.
San Antonio, Tex.
San Bernardino, Calif.
San Diego, Calif.
San Francisco, Calif.
San Jose, Calif.
Santa Ana, Calif.
Santa Cruz, Calif.
Scranton, Pa.
Seattle, Wash.
Shreveport, La.
Sioux City, Iowa
South Bend, Ind.
Spokane, Wash.
Springfield, Ill.
Springfield, Mass.
Springfield, Mass.

Stockton, Calif.
Tacoma, Wash.
Terre Haute, Ind.
Toledo, Ohio
Tulsa, Okla.
Victoria, B. C., Canada
Waco, Tex.
Washington, D. C.
Wilmington, Del.
Windsor, Ont., Canada
Winston-Salem, N. C.
Youngstown, Ohio
Zanesville, Ohio

EXECUTIVE

Harold J. Mahew
Herman S. Jones, Jr.
Edward E. Rhaligan
L. Eugene Adair
James G. Bett
Floyd R. Nicholson
Leland C. Whipp
Len Smith
Roger P. Davis
A. Leonard Krall
K. Franklin Conaway
Douglas Hackett
Vernon L. Schwaninger
Mrs. Elizabeth M. Gerry
Marion C. Smith
Robert J. Morauski
Mrs. Amy A. Guy
Lewis F. Owenshire
Wendell H. Arnold
Jay W. Rathbun
Oan Martin
Roger E. French
Charles E. Wegner
Robert C. Adair
George B. Walker
Harold Francis
Myron Insko
Kenneth G. Foster
David D. Blair
George F. Angne
Lewis G. Menzemer
Leland O. Friedenburt
Warner A. Paul
Lawrence A. Shirley
John P. Hanila
Vernon K. Hazzard
C. Robert Burdick
G. Russell Hummerichouse
Ernest E. Lent, Jr.
Goodwill Industries
Trade School, Inc.
William T. Methvin
William W. Campbell
Theodore Grob, Sr.
Lyle O. Kirk
Lloyd O. Burris
Frederic R. F. Blakeney
Everton O. Dibb
W. Harold Snape
J. Carlyle Simmons
W. Rae Burnie
James D. Hartman
W. Arnold Loudon
William E. Bland

ADDRESS

238 State Street
1108 N. Rampart Street
123 East 124th Street
316 Bank Street
212 Ninth Street
410 S. W. 3rd Street
1013 North 16th Street
512-14 So. Adams Street
1705 W. Allegheny Ave.
910 E. Sherman Street
2801 Liberty Avenue
92 Columbus Avenue
2326 Connors Street
80-82 Union Street
512 S. E. Mill Street
130 S. Union Avenue
1903 E. Marshall Street
3125 Salem Turnpike, N.W.
631 Cedar Street
707 Que Street
21 Fifth Avenue, South
4140 Forest Park Blvd.
509 Sibley Street
114 Second Street, South
3822 Pleasanton Road
899 Third Street
402 Fifth Avenue
980-986 Howard Street
46 Race Street
2702 W. Fifth Street
204 Union Street
334 Penn Avenue
1400 Lane Street
1916 Texas Avenue
312 South Wall Street
316 S. Chapm Street
130 East Third Avenue
810-14 E. Washington St.
139 Lyman Street

139 Lyman Street
730 East Market Street
2356 South Tacoma Avenue
122 North Fifth Street
601 Cherry Street
24 North Main Street
560 Yates Street
120 North 4th Street
1218 New Hampshire Ave., N.W.
214-216 Walnut Street
101 Pitt Street, East
727 East Fifth Street
330 E. Boardman Street
108 Main Street

CANADIAN GOODWILL INDUSTRIES

Hamilton, Ontario, Canada Amity Association of Hamilton
Mr. Peter Ross, General Manager 79 John Street, South
London, Ontario, Canada Goodwill Industries
350 Lyle Street
Ottawa, Ontario, Canada Ottawa Neighborhood Services
Harold M. Mayfield, General Manager 987 Wellington Street
Sarnia, Ontario, Canada Goodwill Industries
Mrs. Minnie Post, Superintendent 163 North Victoria Street
Toronto, Ontario, Canada Society for Crippled Civilians
Mr. B. E. Parks, Managing Director 91-97 Jarvis Street
Vancouver, B. C., Canada Goodwill Industries Association
(Registered) Mr. George Chester, Managing Director
6414 Fraser Avenue (Zone 15)
Victoria, B. C., Canada Goodwill Enterprises at Victoria, Ltd.
Frederic R. F. Blakeney, General Manager 560 Yates Street
Windsor, Ontario, Canada Goodwill Industries
Mr. W. Rae Burnie, General Manager 101 Pitt Street
Winnipeg, Manitoba, Canada Canadian Goodwill Industries, Ltd.
Mr. T. Alan Craig, Manager 70 Princess Street

MEXICAN GOODWILL INDUSTRIES

Mexico City, D. F. Mexico Goodwill Industries al Mexico, Inc.
Industrias para la Rehabilitacion del Invalido
Manuel Ornelas, Director Ejecutivo
Mariano Escobedo 17, Tacuba

National Headquarters

GOODWILL INDUSTRIES OF AMERICA, INC.

1229 Twentieth Street, N. W. • Washington 6, D. C. • P. J. Trevethan, Executive Vice President